

NEW HAMPSHIRE STATE LIQUOR COMMISSION
MAY 4, 2005, 9:00 A.M.
AGENDA

I. FINANCIAL & ADMINISTRATIVE REPORTS

1. Financial Reports
 - A. Weekly, Y-T-D Sales Reports
 - B. Budget/Administrative Reports
2. IT Report
3. Human Resources Report

II. MARKETING & SALES REPORTS

1. Store Operations
2. Purchasing Report
3. Merchandising Report
- A. **SPIRITS**
 - 1) Test Market Products:
 - a. Test Market Request (Smirnoff Black Cherry Twist Vodka)
 - b. Test Market Request (Chi Chi's Gold Margarita & Mai Tai)
 - c. Test Market Result (Code #5314)
 - 2) Recommended Price Reduction Delisted Products (3 items)
 - 3) Line Extension Request (Ketel One Citroen Vodka)
 - 4) One Time Buy Requests:
 - a. Malibu Rum Sampler Kit
 - b. Navan Liqueur
 - 5) "Red Tag" Sale Offers:
 - a. June - 35 items (Martignetti Companies of N.H.)
 - b. July - 35 items (Martignetti Companies of N.H.)
 - 6) July Special Offers:
 - a. 3 items - Perfecta Wine Company
 - b. 4 items - Pine State Trading Company
 - c. 11 unmatched items - M.S. Walker, NH
 - d. 68 unmatched items - United Beverages, Inc.
 - 7) Tabled Items: Purchase & Display Mazzocco Wines (tabled 4/27/05, Item B-4)
- B. **WINES**
 - 1) N.H. State Liquor Commission Wine Tasting (Easter Seals)
 - 2) Special Offers for June 2005 (39 items - Martignetti Co.)
 - 3) Primary Source Submissions (1 primary source)

III. ENFORCEMENT & LICENSING REPORT

IV. CHAIRMAN'S REPORT & LATE ITEMS

1. Bailment Requests
2. Coupon Approvals
3. Late Items/Other

/D. Hartford